

# January 2019



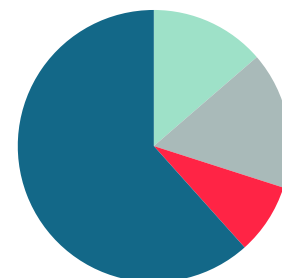
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	January 2019	+/-%
Closed Listings	52	47	-9.62%
Pending Listings	80	56	-30.00%
New Listings	97	75	-22.68%
Median List Price	104,750	91,500	-12.65%
Median Sale Price	102,500	89,000	-13.17%
Median Percent of Selling Price to List Price	100.00%	97.28%	-2.72%
Median Days on Market to Sale	36.50	49.00	34.25%
End of Month Inventory	206	212	2.91%
Months Supply of Inventory	3.97	3.70	-6.96%



■ Closed (13.66%)  
■ Pending (16.28%)  
■ Other OffMarket (8.43%)  
■ Active (61.63%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of January 31, 2019 = **212**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2019 rose **2.91%** to 212 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **3.70** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.17%** in January 2019 to \$89,000 versus the previous year at \$102,500.

#### Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 12.50 days or **34.25%** in January 2019 compared to last year's same month at **36.50** DOM.

#### Sales Success for January 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 75 New Listings in January 2019, down **22.68%** from last year at 97. Furthermore, there were 47 Closed Listings this month versus last year at 52, a **-9.62%** decrease.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, January 2018, at **53.6%**, a **16.90%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
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<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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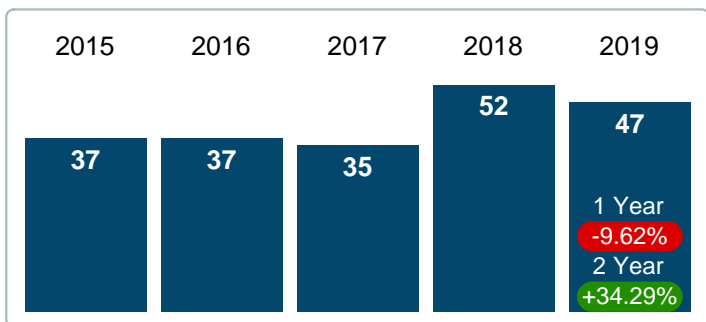
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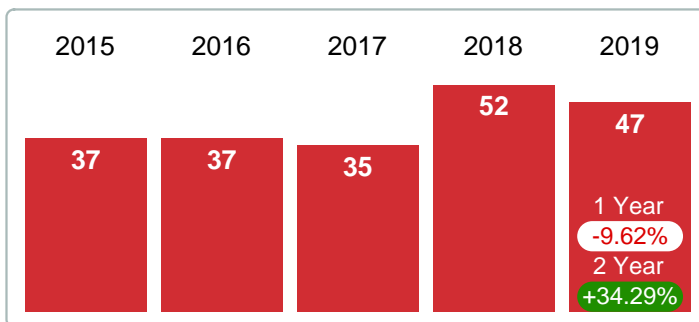
## CLOSED LISTINGS

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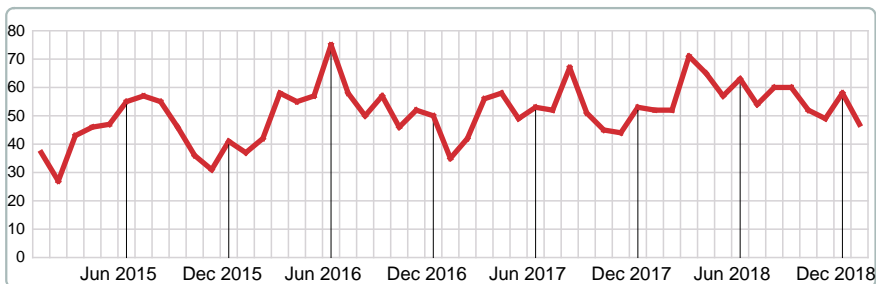
### JANUARY



### YEAR TO DATE (YTD)

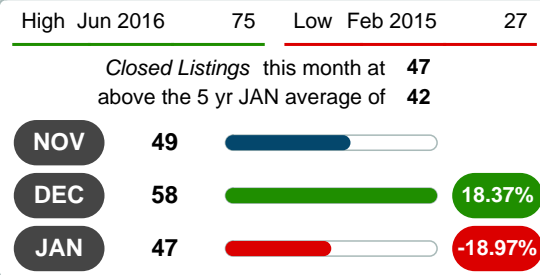


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	8.51%	48.5	4	0	0	0
\$10,001 - \$20,000	6	12.77%	47.0	2	1	3	0
\$20,001 - \$50,000	7	14.89%	88.0	2	4	1	0
\$50,001 - \$110,000	13	27.66%	15.0	2	9	2	0
\$110,001 - \$150,000	6	12.77%	75.5	0	6	0	0
\$150,001 - \$170,000	4	8.51%	80.0	0	3	1	0
\$170,001 and up	7	14.89%	16.0	1	5	1	0
<b>Total Closed Units</b>	<b>47</b>			<b>11</b>	<b>28</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,217,586</b>	<b>100%</b>	<b>49.0</b>	<b>483.79K</b>	<b>3.12M</b>	<b>617.65K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$89,000</b>			<b>\$15,385</b>	<b>\$110,500</b>	<b>\$64,875</b>	<b>\$0</b>

# January 2019



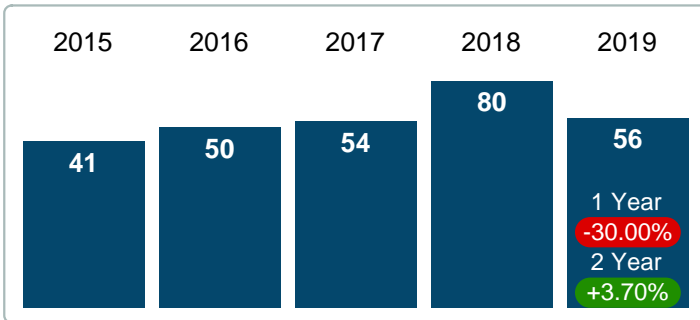
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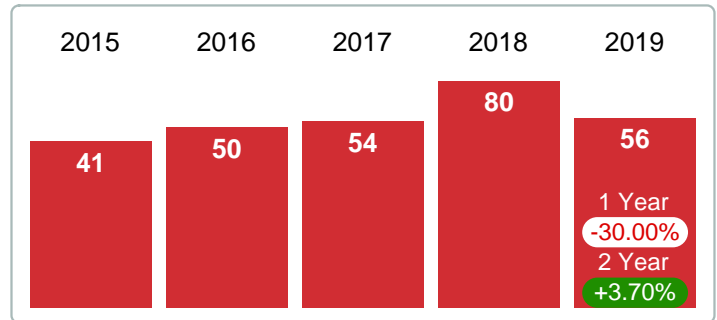
## PENDING LISTINGS

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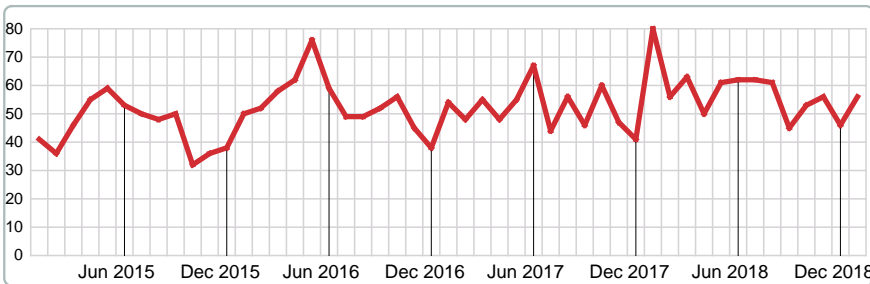
### JANUARY



### YEAR TO DATE (YTD)

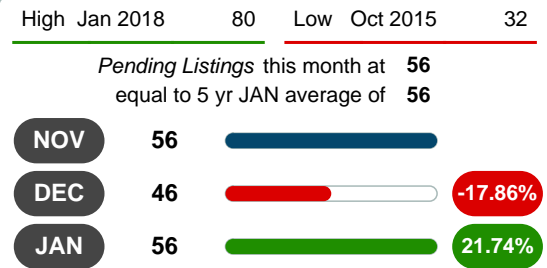


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 56



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	8.93%	26.0	4	1	0	0
\$10,001 - \$20,000	5	8.93%	10.0	4	0	1	0
\$20,001 - \$40,000	9	16.07%	110.0	1	6	2	0
\$40,001 - \$80,000	14	25.00%	46.5	2	8	3	1
\$80,001 - \$120,000	9	16.07%	14.0	0	7	2	0
\$120,001 - \$160,000	8	14.29%	106.5	0	6	2	0
\$160,001 and up	6	10.71%	17.5	0	3	3	0
<b>Total Pending Units</b>	<b>56</b>			<b>11</b>	<b>31</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,565,400</b>	<b>100%</b>	<b>36.0</b>	<b>252.80K</b>	<b>2.92M</b>	<b>1.32M</b>	<b>72.60K</b>
<b>Median Listing Price</b>	<b>\$67,500</b>			<b>\$19,000</b>	<b>\$85,000</b>	<b>\$89,000</b>	<b>\$72,600</b>

# January 2019



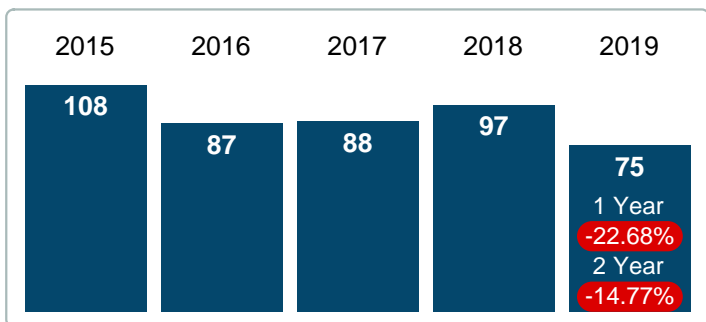
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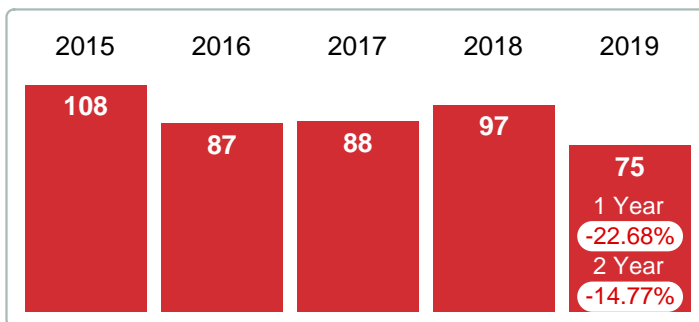
## NEW LISTINGS

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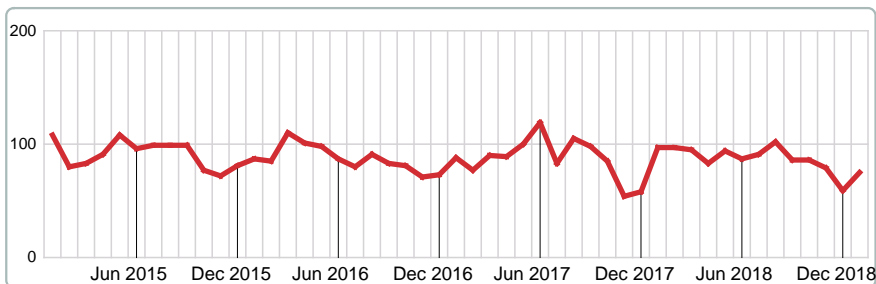
### JANUARY



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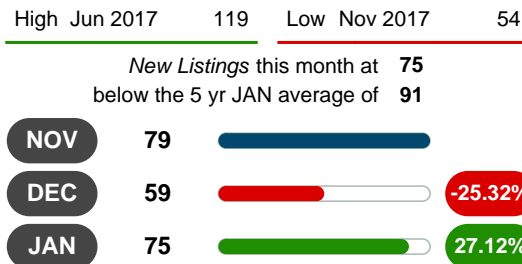


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 91



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	5.33%	2	1	0	1
\$10,001 - \$20,000	6	8.00%	4	1	1	0
\$20,001 - \$70,000	18	24.00%	6	9	3	0
\$70,001 - \$120,000	19	25.33%	2	11	6	0
\$120,001 - \$170,000	11	14.67%	0	6	5	0
\$170,001 - \$260,000	9	12.00%	0	6	3	0
\$260,001 and up	8	10.67%	0	3	2	3
<b>Total New Listed Units</b>	<b>75</b>		<b>14</b>	<b>37</b>	<b>20</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>10,285,329</b>	<b>100%</b>	<b>496.90K</b>	<b>6.01M</b>	<b>2.76M</b>	<b>1.02M</b>
<b>Median New Listed Listing Price</b>	<b>\$94,900</b>		<b>\$23,100</b>	<b>\$98,500</b>	<b>\$121,450</b>	<b>\$281,950</b>

# January 2019



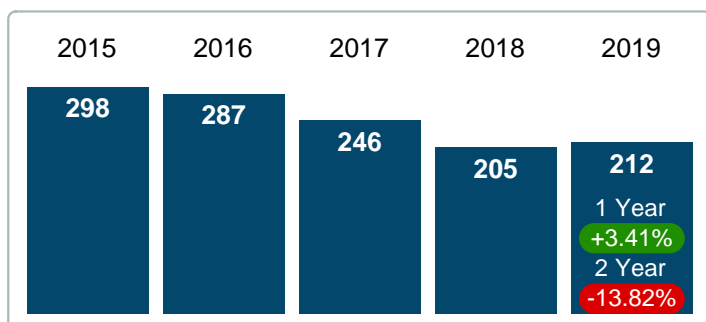
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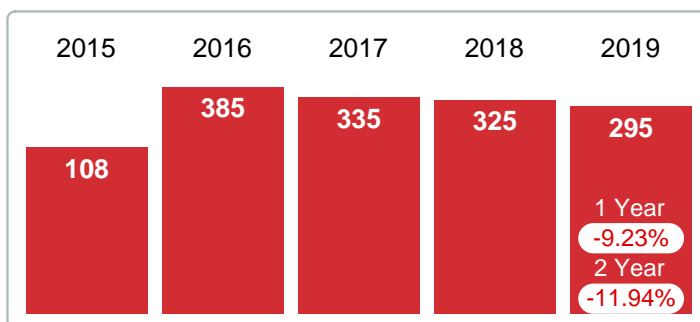
## ACTIVE INVENTORY

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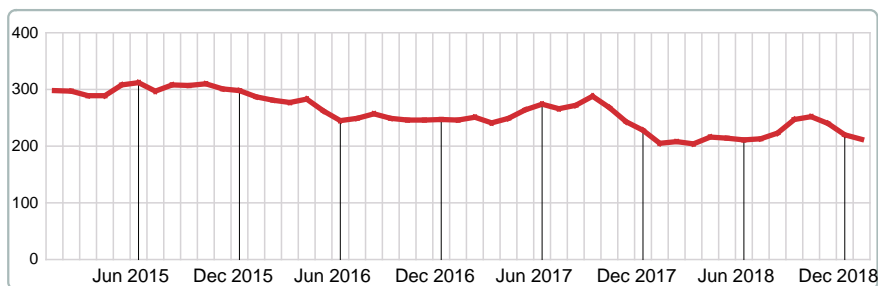
### END OF JANUARY



### ACTIVE DURING JANUARY

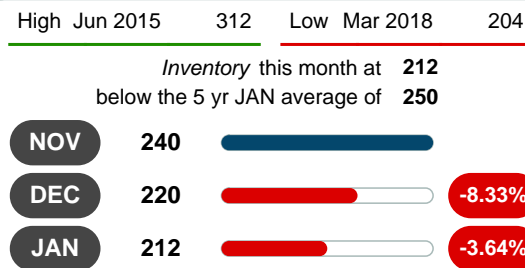


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 250



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	6.13%	58.0	4	8	0	1
\$20,001 - \$50,000	32	15.09%	77.5	16	12	4	0
\$50,001 - \$80,000	30	14.15%	82.5	7	20	3	0
\$80,001 - \$130,000	51	24.06%	50.0	1	34	14	2
\$130,001 - \$180,000	38	17.92%	68.5	2	29	7	0
\$180,001 - \$280,000	26	12.26%	105.0	1	16	8	1
\$280,001 and up	22	10.38%	95.5	1	8	9	4
<b>Total Active Inventory by Units</b>	<b>212</b>			<b>32</b>	<b>127</b>	<b>45</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>31,284,279</b>	<b>100%</b>	<b>76.0</b>	<b>2.06M</b>	<b>18.92M</b>	<b>8.12M</b>	<b>2.18M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$114,900</b>			<b>\$49,450</b>	<b>\$123,900</b>	<b>\$143,940</b>	<b>\$281,950</b>

# January 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
212	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	6.13%	2.33	1.20	5.05	0.00	12.00
\$20,001 - \$50,000	32	15.09%	3.00	4.47	1.97	4.36	0.00
\$50,001 - \$80,000	30	14.15%	3.43	4.20	3.29	3.60	0.00
\$80,001 - \$130,000	51	24.06%	3.75	1.33	3.26	6.22	12.00
\$130,001 - \$180,000	38	17.92%	3.59	4.80	4.19	2.40	0.00
\$180,001 - \$280,000	26	12.26%	3.90	12.00	3.76	3.69	6.00
\$280,001 and up	22	10.38%	14.67	6.00	12.00	18.00	24.00
Market Supply of Inventory (MSI)			3.70	3.20	3.53	4.43	6.86
		100%	3.70				
Total Active Inventory by Units			212	32	127	45	8

# January 2019



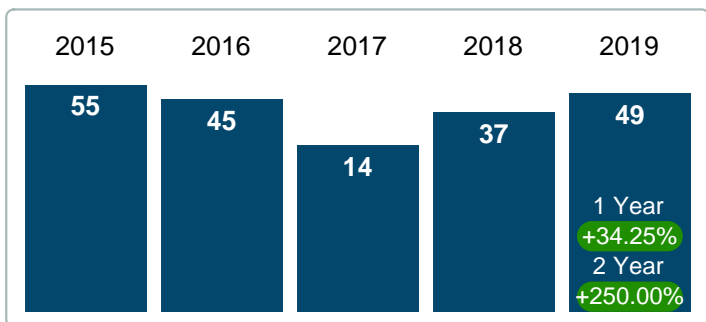
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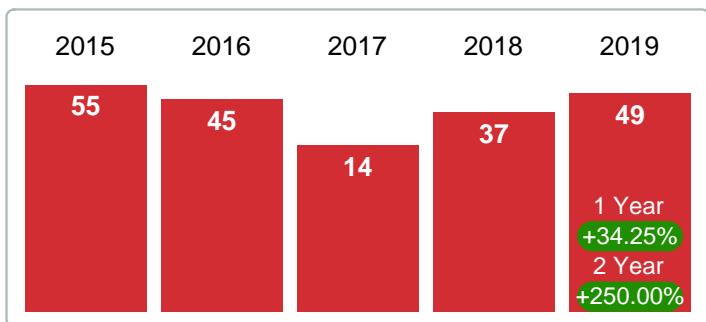
## MEDIAN DAYS ON MARKET TO SALE

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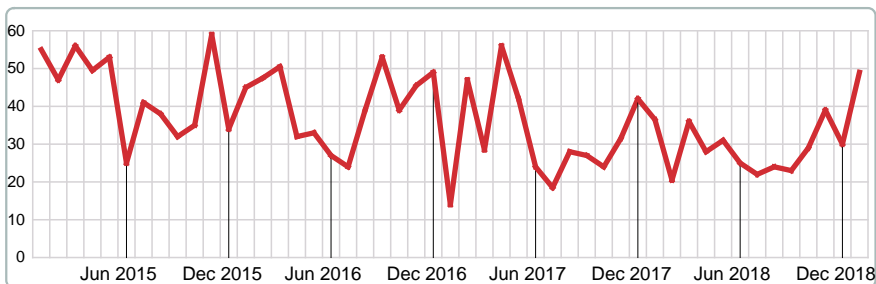
### JANUARY



### YEAR TO DATE (YTD)

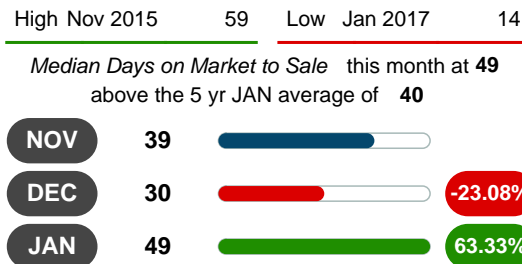


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 40



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8.51%	49	49	0	0	0
\$10,001 - \$20,000	12.77%	47	8	84	149	0
\$20,001 - \$50,000	14.89%	88	54	116	72	0
\$50,001 - \$110,000	27.66%	15	3	22	51	0
\$110,001 - \$150,000	12.77%	76	0	76	0	0
\$150,001 - \$170,000	8.51%	80	0	49	111	0
\$170,001 and up	14.89%	16	94	16	14	0
Median Closed DOM		49	20	49	80	0
Total Closed Units	100%	47	11	28	8	
Total Closed Volume		4,217,586	483.79K	3.12M	617.65K	0.00B

# January 2019



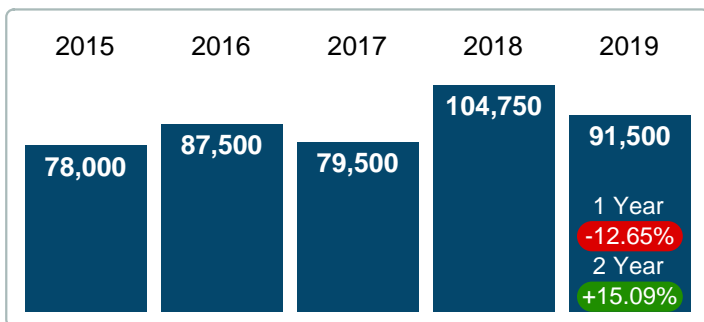
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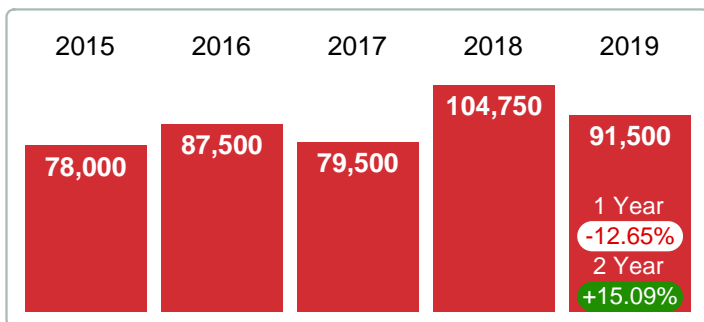
## MEDIAN LIST PRICE AT CLOSING

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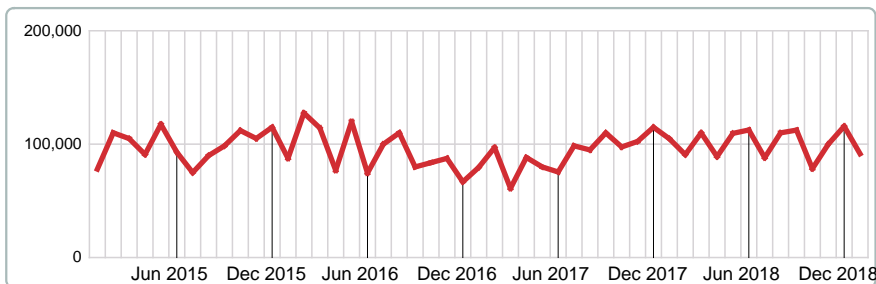
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

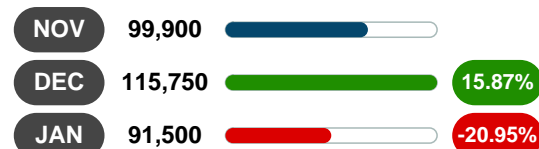


### 3 MONTHS

5 year JAN AVG = 88,250

High Feb 2016 127,450 Low Mar 2017 61,000

Median List Price at Closing this month at **91,500**  
above the 5 yr JAN average of **88,250**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2.13%	9,000	9,000	0	0	0
\$10,001 - \$20,000	12.77%	14,700	14,500	0	15,000	0
\$20,001 - \$50,000	19.15%	29,900	29,900	29,900	24,900	0
\$50,001 - \$110,000	29.79%	90,250	83,000	89,000	96,750	0
\$110,001 - \$150,000	12.77%	127,588	0	127,588	0	0
\$150,001 - \$170,000	6.38%	164,500	0	162,200	169,900	0
\$170,001 and up	17.02%	190,950	182,000	199,900	180,000	0
<b>Median List Price</b>		<b>91,500</b>	<b>20,000</b>	<b>111,900</b>	<b>66,250</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>91,500</b>	<b>11</b>	<b>28</b>	<b>8</b>	<b></b>
<b>Total Closed Volume</b>		<b>4,342,675</b>	<b>524.80K</b>	<b>3.17M</b>	<b>644.70K</b>	<b>0.00B</b>



# January 2019



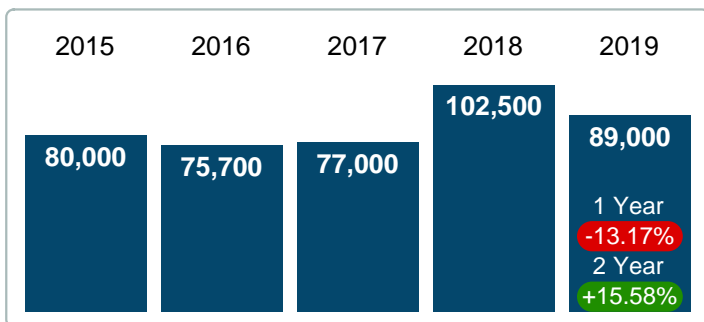
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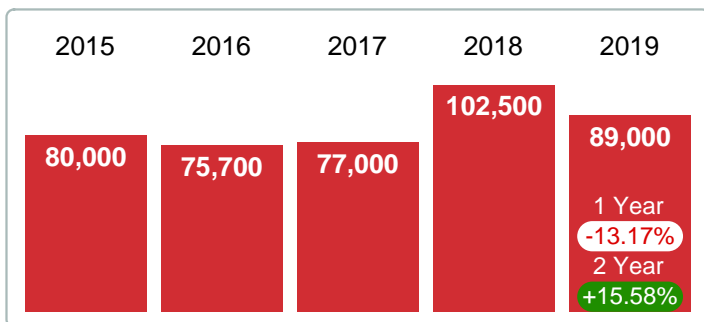
## MEDIAN SOLD PRICE AT CLOSING

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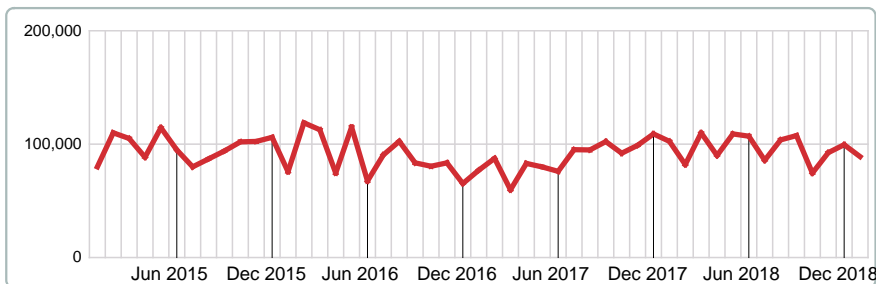
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 84,840

High Feb 2016 118,825 Low Mar 2017 59,750

Median Sold Price at Closing this month at **89,000**  
above the 5 yr JAN average of **84,840**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	8.51%	9,951	9,951	0	0	0
\$10,001 - \$20,000	12.77%	15,393	15,193	20,000	15,400	0
\$20,001 - \$50,000	14.89%	29,900	35,500	28,950	35,750	0
\$50,001 - \$110,000	27.66%	89,000	84,500	85,000	98,500	0
\$110,001 - \$150,000	12.77%	127,000	0	127,000	0	0
\$150,001 - \$170,000	8.51%	162,250	0	160,000	165,000	0
\$170,001 and up	14.89%	190,000	175,000	200,000	173,500	0
<b>Median Sold Price</b>		<b>89,000</b>	<b>15,385</b>	<b>110,500</b>	<b>64,875</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>89,000</b>	<b>11</b>	<b>28</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,217,586</b>	<b>483.79K</b>	<b>3.12M</b>	<b>617.65K</b>	<b>0.00B</b>

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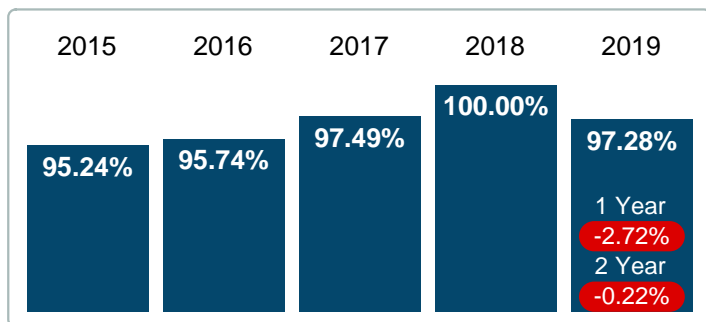
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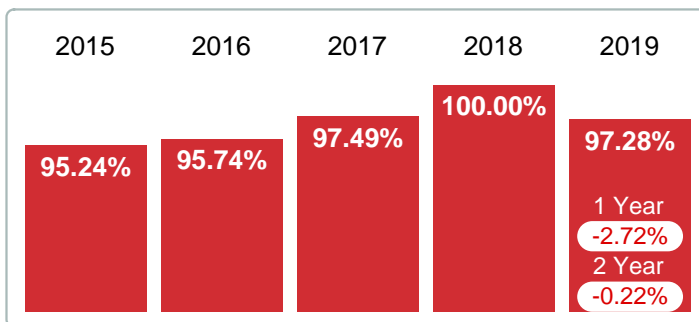
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

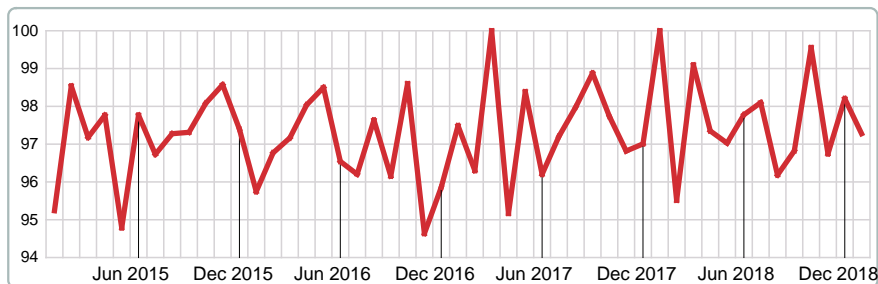
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

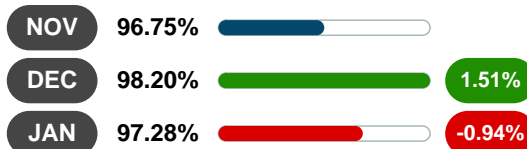


### 3 MONTHS

5 year JAN AVG = 97.15%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **97.28%**  
equal to 5 yr JAN average of **97.15%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$10,000 and less	<div style="width: 8.51%;"></div> 4	8.51%	69.90%	69.90%	0.00%	0.00%	0.00%	
\$10,001 - \$20,000	<div style="width: 12.77%;"></div> 6	12.77%	77.66%	92.45%	80.32%	69.87%	0.00%	
\$20,001 - \$50,000	<div style="width: 14.89%;"></div> 7	14.89%	92.59%	81.41%	96.07%	92.86%	0.00%	
\$50,001 - \$110,000	<div style="width: 27.66%;"></div> 13	27.66%	100.00%	96.83%	100.00%	101.76%	0.00%	
\$110,001 - \$150,000	<div style="width: 12.77%;"></div> 6	12.77%	99.54%	0.00%	99.54%	0.00%	0.00%	
\$150,001 - \$170,000	<div style="width: 8.51%;"></div> 4	8.51%	98.56%	0.00%	100.00%	97.12%	0.00%	
\$170,001 and up	<div style="width: 14.89%;"></div> 7	14.89%	96.39%	96.15%	97.28%	96.39%	0.00%	
Median Sold/List Ratio		97.28%		92.59%	100.00%	96.75%	0.00%	
Total Closed Units		47	100%	97.28%	11	28	8	
Total Closed Volume		4,217,586			483.79K	3.12M	617.65K	0.00B

# January 2019



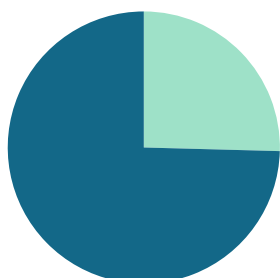
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

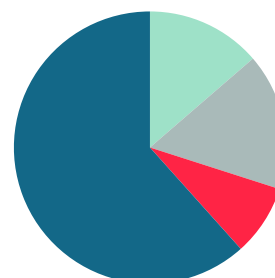


**Inventory**  
 New Listings  
**75 = 25.42%**  
 Start Inventory  
**220**  
 Total Inventory Units  
**295**  
 Volume  
**\$40,213,179**

### Market Activity

Closed Sales  
**47 = 13.66%**  
 Pending Sales  
**56 = 16.28%**  
 Other Off Market  
**29 = 8.43%**  
 Active Inventory  
**212 = 61.63%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	47	-9.62%	52	47	-9.62%
Pending Sales	80	56	-30.00%	80	56	-30.00%
New Listings	97	75	-22.68%	97	75	-22.68%
Median List Price	104,750	91,500	-12.65%	104,750	91,500	-12.65%
Median Sale Price	102,500	89,000	-13.17%	102,500	89,000	-13.17%
Median Percent of Selling Price to List Price	100.00%	97.28%	-2.72%	100.00%	97.28%	-2.72%
Median Days on Market to Sale	36.50	49.00	34.25%	36.50	49.00	34.25%
Monthly Inventory	206	212	2.91%	206	212	2.91%
Months Supply of Inventory	3.97	3.70	-6.96%	3.97	3.70	-6.96%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

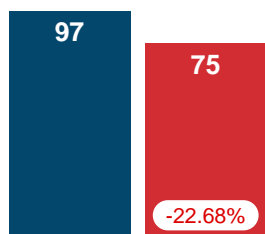
**Inventory** on January 31, 2019 = **212**

**2018** **2019**

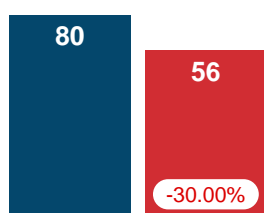
### JANUARY MARKET

### MEDIAN PRICES

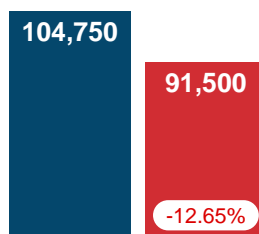
#### New Listings



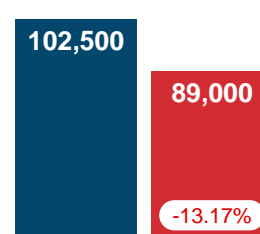
#### Pending Listings



#### List Price



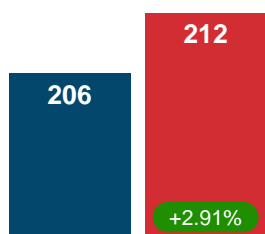
#### Sale Price



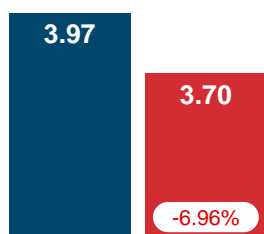
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

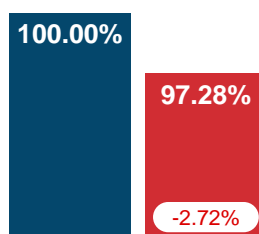
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

